RESERVE RECRUITER





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Col. Francis M. Mungavin Commander/Director

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U.S. Air Force photo

On the cover is the Tomodachi sculpture, Friendship is Universal. It is located on Yokota Air Base, Japan. It was created by G. Jacketti and the students of Yokota High School and was dedicated in 2001. (U.S. Air Force photo/Master Sgt. Gary Johnson)

Commander's Corner

To all AFRCRS personnel,

We knew FY07 would be a very challenging year, even with a command goal of only 8000. It is playing out just as predicted. Leads are down 11 percent during the first quarter, with accessions dropping by 8 percent.

We are feeling the impact and the pressure is building. The question I'm often asked is, "Can you pull it off a seventh year in a row?" I answer a positive "yes", because I believe in all of you. You are the best of the best. It will be tough, but we will succeed together.

By the time you read this, March Madness will be in full swing. I look forward to sending the winners an autographed basketball. With March comes the first day of Spring. Allow it to be a new beginning, recommit yourselves and rise to the task.



U.S. Air Force Photo

We continue planning for the DFT in October. Feel free to send any suggestions for the DFT to Lt. Col. Moore or Chief Master Sgt. Schoch. It will be headquarter's chance to show its stuff to all of you in the field.

I want to take a moment to thank all of you for the support you have given to Arlene, Ryan, and me. Things will never be the same for me and my family. With your continued support we will move forward, taking one step at a time. Thank you for being there with me during this life-changing event.

Also thank you for all you do each and every day in support of this great nation, AFRC and the RS mission. Cheers

Col. Francis M. Mungavin Commander, AFRC Recruiting Service

Above all, we must realize that no arsenal, or no weapon in the arsenals of the world, is so formidable as the will and moral courage of free men and women. It is a weapon our adversaries in today's world do not have.

Ronald Reagan
40th President of the United States



Be an American Idol

By Chaplain, Major Bruce Glover

As my family and I watched a recent episode of American Idol, I became more and more disheartened. "These aren't American idols or heroes!" I said, quite disgusted with the overwhelming lack of talent. "Is this the best America has to offer?" I complained to my family. "Are these America's heroes?"

"Of course not!" replied our daughter, who added sarcastically "My heroes are Paris Hilton and Brittany Spears." Ugh!

As members of Air Force Reserve Command Recruiting Service, you and I have the opportunity to become true American idols, even super heroes! You don't even have to sing or dance. All we need to do to become an idol or hero is to perform our jobs and live our lives with honesty and integrity, living for someone or something other than yourself, and pursue excellence in your profession and relationships. Of course, this sounds like the Air Force core values! The AF core values are traits of true American idols.

Simply put, in the eyes of recruits who see our professional image and of our family members and friends who see us as we truly are, we can be American idols if we are people of integrity. As much as you may admire the Colt's Tony Dungy or the Bear's Lovie Smith, you don't have to be a famous football coach to earn the respect and admiration of others. However, you'll never gain the respect and admiration of others if you don't start by building and maintaining your own integrity. True American idols are people of integrity: honest, trustworthy, reliable, and faithful.

Secondly, you will be on the way to becoming an American idol if you are truly living for someone or something greater than yourself. As members of the Air Force, we have the privilege to stand tall in uniform, invite people to join us in our dedication to America and her defense, and even make personal sacrifices because we believe it is an honor to serve. I'm thankful that this Air Force life affords us the opportunity to live the truth that is the beginning of one of my favorite books: "It is not about you." True American idols know this is true and



live for someone or something greater than themselves.

Lastly, a true American hero pursues excellence in their profession and relationships. After all, who wants to follow someone who is mediocre? Only excellence inspires us to improve ourselves. So, be excellent in what you do. Pursue your job believing that you settle for nothing short of the best! Make sure your family members and friends know that they are getting your best time and effort—not simply what's leftover.

Becoming an American idol is possible—even without going on television! Live your life with integrity, service, and excellence so that people will say of you and me "These are American idols and heroes! These truly are the best America has to offer."

Safety nuggets

By Master Sgt. Michael Seals AFRCRS Safety NCO

Now That's a Fire!

Gasoline makes an excellent fuel for burning just about anything. Tree branches, human skin ... you name it. It's so easy, anyone can do it—just follow these simple instructions. Step 1: Gather yard waste and place in fire pit. Step 2: Pour gasoline on log in pit. Step 3: Return gas can to storage shed. (After all, you don't want that thing too close to the fire you're about to start. That could be dangerous!) Step 4: Use extended lighter to ignite log. (You don't want to be too close.) Step 5: Observe resulting explosion. Step 6: Stop, drop and roll to put out most of flaming self. Step 7: To fully extinguish fire, run to nearby swimming pool and jump in. Step 8: Travel to hospital for treatment of first- and second-degree burns on arm, face and legs. Step 9: Enjoy a few days in the hospital before going back to work.

Boozin' + Cruisin' = Losin' In 2005, 16,885 alcohol-related traffic fatalities were reported in the United States. **Distracted?** Driver distraction, i.e., eating, using a cell phone, or changing radio stations, is a leading factor in nearly 80 percent of traffic crashes, according to a study by the National Highway Traffic Safety Administration.

March 2006



Get 1 Now award winner takes flight

By Master Sgt. Gary Johnson AFRCRS Public Affairs

Staff Sgt. Edwin Hartman and Senior Airman Dawn Larrieu are the two Get 1 Now winners for FY06. Sergeant Hartman is an aerial porter assigned to the 33rd Aerial Port Squadron, Niagara Falls Air Reserve Base, N.Y. Airman Larrieu is also an aerial porter, assigned to the 81st Aerial Port Squadron, Charleston Air Force Base, S.C.

One of the many rewards for being a Get 1 Now winner is an incentive flight in the aircraft of their choice. Sergeant Hartman accomplished his flight on December 3. Airman Larrieu took flight in January.

Sergeant Hartman's choice was the F-16, for one reason, speed. The 457th Fighter Squadron, Naval Air Station Joint Reserve Base, Ft. Worth, Texas, was happy to oblige. The 457th "Spads" are part of the 301st Fighter Wing. Col. Kevin Pottinger, 301st Commander, volunteered his troops for the task. "Everyone I came in contact with was very informative and totally professional," said Sergeant Hartman of the men and women of the Ft. Worth unit.

After a physical exam, safety briefing, and egress training, Sgt. Hartman was prepared to take to the wild blue yonder. Maj. John Marusa was the pilot assigned to take him there. "After talking with Maj. Marusa, my anxiety was replaced with excitement and confidence," said Sergeant Hartman. "We went straight up for 10,000 feet off the runway. All I could see was blue. It was awesome."

The Get 1 Now program is the Air Force Reserve Command program that encourages Air Force Reservists to refer family, friends, and coworkers that may be interested in joining the reserve, to the local recruiters. This allows reserve members to refer people that could benefit from being a member of the Air Force Reserve and potentially serve along someone they



Staff Sgt. Ed Hartman, FY06 Get 1 Now award winner, receives egress training before his F-16 incentive ride from Senior Master Sgt. Larry Owens, Superintendent, Life Support, 301 FW, NAS JRB, Ft. Worth, Texas. (U.S. Air Force photo/Master Sgt. Gary Johnson)

know.

With twenty-one years of service, Sergeant Hartman has served in the Army Reserve, the New York Army National Guard, the Navy Reserve, and now the Air Force Reserve. "I recommend the Air Force Reserve to others because I believe in it. They care, not only about the mission, but also their people," explained Hartman. Sergeant Hartman deployed to Southwest Asia in January.

In FY06 the Air Force Reserve accessed 8505 new airmen. The Get 1 Now program was responsible for a large percentage of those accessed. It is one of the most successful lead sources for Air Force Reserve recruiting.

Get 1 Now contact information; http://get1now.us/startpage.php 1-800-257-1212



Get 1 Now award winner, Staff Sgt. Ed Hartman, 33 APS, Niagara Falls ARB, N.Y., and Maj. John Marusa, 457 FS, NAS JRB, Ft. Worth, Texas, taxi for take off. (U.S. Air Force photo/Master Sgt. Gary Johnson)



New member of the 9-G club

By Master Sgt. Gary Johnson AFRCRS Public Affairs

Get 1 Now winner's rewards include a leather jacket and a ride in the aircraft of their choice. Senior Airman Dawn Larrieu chose the F-16. "The choice was easy, the F-16 is famous for its awesome maneuverability," said Larrieu. The 93rd Fighter Squadron, Homestead Air Reserve Base, Fla., was chosen to make it happen. The 93 FS "Makos" are part of the 482nd Fighter Wing. "Makos" are very aggressive sharks, related to the great white sharks," explained Senior Master Sgt. Tony Romero, Life Support Superintendent, 482 FW. "They put up a veracious fight."

Senior Airman Dawn Larrieu is one of two Get 1 Now award winners for FY06. The other award winner is Staff Sgt. Edwin Hartman, 33rd Aerial Port Squadron, Niagara Falls Air Reserve Station, N.Y. Sergeant Hartman received his flight in December before being deployed to Southwest Asia for four months. Airman Larrieu is also an aerial porter assigned to the 81 APS, Charleston Air Force Base, S.C. Both award winners are responsible for five accessions.

After being medically cleared, Airman Larrieu received egress training from Maj. Pete "Stinky" Smith, a pilot with the 93rd. Egress training includes; exiting the aircraft on the ground and the activation of the ejection seat during flight, in case of an emergency. "My priorities for this training are your safety and enjoyment during the flight. This is your flight." said Maj. Smith.

Airman Larrieu received her flight briefing by Lt. Col. Mike "Frosty" Hohman, the pilot assigned to the incentive flight. Maneuvers to be executed during the flight were explained and safety factors were discussed during the briefing. Immediately following the briefing, both Maj. Hohman and Airman Larrieu dawned their equipment for the flight to include Gsuit and helmet with oxygen mask.

After preflight checks, the F-16 taxied to the runway. Upon receiving clearance from the tower, the Mako jet screamed into the sky climbing vertically to 15,000 feet. Airman Larrieu enjoyed a ride over the Florida Keys, several acrobatic maneuvers and withstood a 9-G turn. "I have never experienced anything like it. The 9-Gs were a little painful but well worth it. I am thrilled to have had this opportunity," said Airman Larrieu. Maj. Hohman awarded Senior Airman Larrieu with her 9-G Club certificate.

Airman Larrieu has been an Air Force Reservist for 18 months. She served in the Navy Reserve for two years before switching over. "The career choices and the professionalism attracted me to the Air Force Reserve." said Larrieu. "I've met a lot of wonderful



Senior Airman Dawn Larrieu, FY06 Get 1 Now award winner, receives last minute instuctions from Maj. Mike "Frosty" Hohman, 93rd Fighter Squadron, Homestead ARB, Fla., in preparation for her F-16 incentive ride. (U.S. Air Force photo/Master Sgt. Gary Johnson)

people since joining. It's easy to extend my enthusiasm to others about the Air Force Reserve and encourage them to join. The training I receive is developing my potential as an airman and complements my personal growth." Larrieu is also a second lieutenant with the Civil Air Patrol, a wife and mother of four. She also teaches culinary arts at the Spartanburg Community College.

Airman Larrieu's recruiter was Master Sgt. Joe Walker, currently assigned to the Keesler AFB, Miss., Operating Location. "Sergeant Walker was great. He was very professional and answered all of my questions," said Larrieu. "He informed me of the Get 1 Now program and assisted me in setting up my account." A grateful Sergeant Walker said, "Airman Dawn Larrieu is one of the most dedicated and driven individuals that I have had the privilege to know. I explained the Get 1 Now program to her and it was like pouring gas onto a fire. She would either come by my office or call me to relay information about a new prospect."

The Get 1 Now program is the Air Force Reserve Command program that encourages Air Force Reservists to refer family, friends, and coworkers that may be interested in joining the reserve to the local recruiters. This allows reserve members to refer people that could benefit from being a member of the Air Force Reserve and potentially serve along someone they know. In FY06 the Air Force Reserve accessed 8505 new airmen. The Get 1 Now program was responsible for a large percentage of those accessed. It is one of the most successful lead sources for Air Force Reserve Recruiting.



These things we do



Pararescuemen are skilled at getting to the people they are rescuing and getting them out safely. They are expert SCUBA divers, parachutists, mountain climbers, and marksmen. Jumping head first into the unknown isn't everyone's idea of fun. But for an Air Force Reserve pararescueman, it's just part of a day's work. Whether the mission involves a high altitude jump mission to recover a downed pilot behind enemy lines, hoisting civilian victims out of a natural disaster, rescuing astronauts mid-ocean after a space shuttle mishap, or extricating personnel trapped in aircraft wreckage on a glacier, it is what they do.

Pararescuemen adapt easily to challenging environments in combat or civil search and rescue. Saving lives is what they do.

The three locations where members can serve in the Air Force Reserve as a pararescueman are Patrick AFB, Fla., Davis-Monthan AFB, Ariz., and Portland IAP, Ore.

Minimum Qualifications:

Male only
US Citizen
Normal Color vision
General score of 44 on the ASVAB
Be able to pass a Class III flight physical
Be able to pass a Physical Ability and Stamina Test

Physical Ability and Stamina Test

Requirements are the following: 25 meter underwater swim 1500 meter surface swim 34 minutes 3 mile run less than 24 minutes Sit ups (2 Min) 100 max reps Push ups (2 Min) 85 max reps Pull ups (2 Min) 16 max reps

Upon selection candidates will be required to complete all schools listed below:

PJ Preparatory Course: Lackland AFB, Texas (2 weeks)

Indoctrination Course: Lackland AFB, Texas

(10 weeks)

Combat Diver (Scuba School): Pensacola, Fla. (5 weeks)

(5 weeks)

Pararescue Home-base: Move PCS to Kirtland AFB, N.M.

Basic Army Airborne School: Ft. Benning, Ga. (3 weeks)

Military Freefall School (HALO): Yuma, Ariz.

(4 weeks)

Survival & Underwater Egress: Fairchild AFB, Wash. (17 days)

PJ Medical (EMT-Paramedic): (26 weeks)

Pararescue Course: (20 weeks)

(U.S. Air Force photos/1st Lt. Cathleen Snow)



that others may live



By Master Sgt. Brenda Kartheiser Patrick AFB, Fla.

In the past 4 years, AFRC recruiting as a whole has accessed an average of 15 PJs a year, most of them having come from active duty rescue squadrons. In an effort to increase manning of the Pararescue AFSC 1T2X1, Air Force Reserve Recruiting has given the Patrick AFB ISR and Tucson, Ariz., recruiters an additional duty as Pararescueman (PJ) Recruiters.

With fewer qualified active duty personnel to draw from, Recruiting Service leadership is asking all recruiters to keep this AFSC in mind when talking to prospective leads and applicants.

Why should you take the time to recruit for PJs when you have your own units to fill? It would benefit you in two ways. First, you only have to qualify the lead for the Air Force Reserve by completing CCMAPPEDS, ASVAB and FC-III Physical. Once the applicant has been qualified for the Air Force Reserve, the PJ re-



cruiter will be responsible for speaking with each applicant to sell and screen them.

Prior to scheduling the Physical Ability and Stamina Test (PAST), they will act as an advisor, informing the applicant how to train for and what to expect for the PAST, as well as ensuring all the steps are being taken for a successful PJ accession. Once the applicant has been approved for assignment or enlistment you will complete the enlistment/assignment package and take the accession credit.

Secondly, manning in the Air Force Reserve is at a high level and trying to locate positions to place applicants is getting more difficult. Placing the PJ seed in their minds gives you another location to recruit for.

All applicants for the 304th and 306th Rescue Squadron at Davis-Monthan AFB are required to contact Master Sgt. Kevin Bevins at 520-298-2322. All applicants for the 308th Rescue Squadron at Patrick AFB are required to contact Master Sgt. Brenda Kartheiser at 321-494-1962.



March 2006



Secret to success

By Senior Master Sgt. Laura Wilkes Senior Recruiter, Hill AFB, Utah

Throughout recruiting, successful recruiters are asked to share the secrets of their success. The only problem with that is, everyone already knows the secret. Your supervisors know it, your fellow recruiters know it and every one of you know it. Right about this time of year you are thinkin, "I don't know any secret, I barely know how I am going to make it to the second quarter let alone any secret", ah, but you do.

At some point in the past you walked into an office to apply for recruiting duty, you looked over the application and the requirements to apply. Maybe you thought to yourself, "boy this is a lot of stuff!" Do I really want to do this? And then you made the choice. You decided to do whatever was necessary to get through the application and become a recruiter.

Later you were invited to attend the Evaluation and Selection Course at Robins AFB, Ga. On the first day the instructor briefed you on the rules and what would be expected of you in order to be selected for recruiting school. Then, they asked if you wanted to go home now. From personal experience I know that several of you thought, "you have got to be kidding me, why do I want to put up with all of this?" Then you made the choice. You decided to do whatever was necessary to get through the course and get selected.

Then the big day came and you were selected to attend recruiting school. You were so excited until you arrived and the instructor once again briefed you on the rules and what it would take to graduate and get that

badge. You doubted yourself once more, "Oh man, I'm never going to make it." Again you made a choice to do whatever was necessary to make it, and I know you did, because here you are, recruiter!

Now it seems almost daily someone else is briefing you on all the rules and expectations associated with being a recruiter, and so you have to make another choice. You can choose to follow the rules and give 100 percent effort to being a recruiter, or you can choose to follow only the rules you like and do just enough to get by. That choice is completely up to you. That's the secret, successful recruiters choose to be successful.

They choose to do what's right even when nobody is watching. They choose to put forth 100 percent effort even when they don't feel like 100 percent. They choose to give the best customer service to all their customers regardless of who they are. They choose to work each qualified applicant with an equal amount of diligence and determination. They choose to prospect and generate leads even when the phone is already ringing. They choose to plan and document their activities accurately. They choose to be honest and truthful and to sell the Air Force Reserve without even a hint of deceit. In a nut shell, they choose to live by the Air Force core values every single day; Integrity, Service Before Self and Excellence In All We Do.

So, not only do you know the secret, but that you have already been using it. I challenge each of you to keep making those choices. Go out there and choose to do everything necessary to be a successful recruiter. In a few years when a recruiter asks you what the secret is, you can tell them what everyone knows.

Recruiter's Tool Box-Contact unit members in your recruiting zone and directly ask for referrals (Contacting in person, during UTA, has been the most successful for me)

Send congratulation notes to unit members who have been promoted, received awards, graduated CCAF, or been otherwise recognized. Include business cards and Get 1 Now information in mail out.

Subscribe to newspapers in recruiting zone to stay abreast of community events, student activities and citizens who have been publicly recognized. Send congratulation notes as appropriate. Include business cards.

Attend football, baseball, and basketball jamborees. Usually, several schools will participate in a jamboree. This helps to maximize the effective use of your time.

Volunteer as a speaker for community service organizations such as; Kiwanis Club, Lions Club, Rotary Club, Jaycees, American Legion, VFW, etc.

There is great potential for referrals from VFW, American Legion, and other military related service agencies. Most members have grandsons, neighbors, etc.--Master Sgt. David Beach, Team Barksdale



AFR Recruiter, best of the best



Tech. Sgt. Herman Woodard graduated from the NCO Academy, Robins AFB, Ga., on 24 Oct. 2006. He is the recipient of the Commandant's Award. Chief Master Sgt. Roy Lapioli, Commandant, presented the award.

"The NCO Academy was very challenging and educational. The real highlight of the class was meeting and learning from so many interesting NCOs," said Sergeant Woodard.

The classes motto was contributed by Sergeant Woodard, "Team work makes the dream work."

Wing volunteer of the year

Mary Lyman, Administrative Assistant at Scott AFB, Ill., Operating Location was named the wing volunteer of the year for 2006 and the category I civilian of the year for 2006. "Mary is the quintessential assistant. She volunteers her time to the community and is non-stop in her daily efforts to make the recruiting office a warm and hospitable place of business. She is truly incredible," said Senior Master Sgt. John Mooney.

Mary is a Big Sister volunteer. Her little sister is MacKenzie, seen here with Mary. "My basic reason for joining is because of my love for kids."



Family tradition



Master Sgt. Anthony Sherman had the privilege of completing the circle of family tradition by helping Kyle and Beau Mallard become proud members of the Air Force Reserve. Capt. Benjamin Langford, Assistant Professor of Aerospace Studies at the University of Southern Mississippi, AFROTC, Det. 432, administered the oath of enlistment to the twins.

Their father is retired from the Air Force, their older brother is in the Air Force, stationed in Alaska, and their grandfather was in the first Air Force Reserve Recruiting School at Robins Air Force Base, Ga., and went on to be an Air Force Reserve Recruiter.

(U.S. Air Force photo)



The Pacific Expre

Ordina

By Master Sgt. Gary Johnson AFRC Recruiting Service Public Affairs

The Pacific Express mission is a great example of the Air Force Reserve providing airlift support all over the world. The Pacific Express is a recurring dedicated mission providing global reach throughout the Pacific Rim. This mission provides a carrier for opportune cargo and passengers. Air Force Reserve units such as the 317th Airlift Squadron play a vital role. "The 317th does a lot of flying to Europe and downrange," said Capt. Scott Huebel, Aircraft Commander. "This Pac Express Mission offers us new challenges. This mission gives us a chance to negotiate courses and air strips we are not familiar with."

The C-17 departed Charleston AFB, S.C., headed to Japan with stops in California and Alaska. The crew consisted of three pilots and three loadmasters. Capt. Huebel, Maj. Jason Williams and 1st Lt. Amanda Gierhart are reservists assigned to the 317th Airlift Squadron at Charleston. The loadmasters were a diverse group made up of two reservists and one active duty member; reservists Senior Master Sgt. Randy Munroe, 317 AS, Senior Master Sgt. Kathy Lambert, 326 AS, Dover AFB, Del., and active duty member Staff Sgt. Joe Poltor, 437th Operations Support Squadron, Charleston, AFB, S.C.

During the first stop at Travis Air Force Base, Calif., cargo was off-loaded and more loaded by the 60 AS. An active duty aerial porter, Staff Sgt. Joaquin Chacon said, "There are three reserve aerial port squadrons here. Integrated crews work well together and never miss a beat. The professionalism and knowledge are equal."



Tokyo, Japan



Maj. Jason Williams, 317 AS, Charleston AFB, S.C., goes over the preflight checklist on the C-17.

Aerial porters and loadmasters work in conjunction to load cargo and passengers. Aerial porters ensure the pallets are packed correctly and passengers are processed efficiently, while the loadmasters are responsible for the loading, including the correct weight distribution on the aircraft and monitoring the jet's intricate systems while in flight. "We take our job seriously. The Air Force Reserve is a part of me, it is what I do," said Sergeant Lambert.

The next stop was Elmendorf AFB, Ak., surrounded by mountains and ice-filled waters. The cargo was processed and then the crew took advantage of their mandatory crew rest by sampling the local cuisine, crab legs and salmon. "This is beautiful country. The Air Force Reserve has allowed me the opportunity to see and experience new things," said 1st Lt. Gierhart.

Considerable effort and preparation goes into each flight, beginning with scheduling and coordination. Numerous Air Force and Air Force Reserve maintenance professionals ensure the aircraft is serviced at each stop with safety being the number one concern. Checklists are utilized to assure consistency and regulation compliance. Air Force Reservists receive the same training as active duty personnel ensuring top performance as "An Unrivaled Wingman." Many times reservists have the advantage of additional experience handed down by veteran unit members.

Deicing procedures were accomplished and the mission was headed to Yokota Air Base, Japan. After



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ry people doing the extraordinary

flying by Mt. Fuji on the approach, the crew executed another flawless landing. The passengers, picked up along the way, left the flight here. One passenger was an Air Force retiree headed to Malaysia to get married, another was a mother accompanied by her two young sons. They had traveled home to Japan to be reunited with her husband and their dad, an Army Chaplain who had returned from Iraq less than a year ago.

After two days in the "Land of the Rising Sun" the mission headed back to Elmendorf AFB with Maj. Williams in the "left seat." The left seat is normally occupied by the pilot while the right seat is the copilot's. "This is the best of both worlds. The Air Force Reserve allows me to serve my country while pursuing a civilian career," said Maj. Williams, currently on leave-of-absence from his commercial pilot position.

On this flight special safety measures were taken while loading the '17 with "hot" cargo, explosive ordnance. Senior Master Sgt. Randy Munroe explained, "My job is to ensure the security of the cargo we carry and the safety of the other crew members." Sergeant Munroe brought eleven years of experience from active duty with him to the Reserve. "This is my first time flying with an Air Force Reserve crew. They perform their jobs with a high level of expertise and have fun while doing it. This has been a learning experience," said Staff Sgt. Poltor.

Now back in the sub-freezing temperatures of Alaska the crew rests before heading for home tomorrow. Crew-rest is a mandatory 12 hours of downtime. The 12 hours is calculated from the time they enter crew-rest until alerted for the next flight.

On its way home the mission made one more stop



Mt. Fuji, Japan



Senior Master Sgt. Kathy Lambert, 326 AS, Dover AFB, Del., secures cargo on board the C-17.

at McChord AFB, Wash. The hot cargo was off-loaded by the special handlers of the 62 APS. Master Sgt. Alan Kelly of the $62^{\rm nd}$ said, "I have been in the reserve for over 20 years. Morale is high in the reserve because people are here because they want to be." After a quick-turn, the mission started its last leg back to home base.

The C-17 is the Air Force Reserve's premier airlift aircraft. It is the newest, most flexible cargo aircraft to enter the airlift force. The C-17 Globemaster is capable of rapid strategic delivery of troops and all types of cargo to main operating bases or directly to forward bases in the deployment area. The aircraft can perform tactical airlift and airdrop missions and can also transport litters and ambulatory patients during aeromedical evacuations when required. The inherent flexibility and performance of the C-17 force improve the ability of the total airlift system to fulfill the worldwide air mobility requirements of the United States Air Force.

With the jet safely back in Charleston, the crew takes pride in having completed another successful mission. This crew is unique in the sense that these six people will probably never all fly together again as a crew. They have functioned as a team, depending upon one another to do their part, with a level of trust few share. These six crew members now head home to their loved ones, knowing they will be called upon again to be "An Unrivaled Wingman."

(photos by Master Sgt. Gary Johnson)



Enlisting, a family affair

By Tech. Sgt. Sherri Savant 917th Wing Public Affairs

Hands were raised, and allegiance sworn to their country as proud parents looked on. Majors Mark and Susan Geer, both members of the 917th Wing, looked on as their children enlisted into the military. Kasie, Mark's daughter, joined the Navy Reserve, and Josh, Susan's son, enlisted into the Air Force Reserve on 23 Oct., at the recruiting center in Shreveport, La.

The children began a fourth generation of military service to their country. Susan's father, Charles Edward Gray Jr., piloted the B-47 aircraft for 10 years and flew combat missions out of Turkey, the United Kingdom, Alaska and Japan. In 1967, he became a Psychological Operations Intelligence officer under General Westmoreland in Saigon. He retired as a lieutenant colonel in 1978 with 24 years of service to the Air Force.

Susan's grandfather, Clifford Gordon Blitch, also served in the military as a doctor. He retired in 1955 as a colonel in the Army after 30 years of service. Retired Col. Blitch served as the Mobile Army Surgical Hospital commander of the Pacific campaign during World War II, and was the commander of the Army Gorgas Hospital in the Panama Canal Zone.

Kasie and Josh enter military service with great pride. "It makes me proud to be able to carry on the family tradition," Kasie said. "I have always wanted to be just like my parents and to feel the same pride they feel every time they put on the uniform. Hopefully, I can, but through a Naval career."

"I know the military is hard work, but I always see the smile on my parents' faces after a long day's work serving their country," Josh said. "I knew if there was one thing I could do for the rest of my life and be happy, it would be to serve my country." Master Sgt. David Beach assigned to the Barksdale OL is Josh's recruiter.

Kasie, 18, and a graduate of Haughton High School, currently attends Louisiana Tech University. She was to have entered basic military training 20 Nov. 2006. However, she was DEP discharged from the



Maj. Mark and Maj. Susan Geer, both members of the 917th Wing, congratulate their children. Kasie and Josh enlisted into the military on 23 Oct. at the recruiting center in Shreveport, La.

(U.S. Air Force photo/Tech. Sgt. Sherri Savant)

Navy and enlisted into the Air Force Reserve. She joined the 917th Maintenance Squadron as a maintenance manangement apprentice. Josh, 18, graduates from Southwood High School in December. He will drill with the 717th Aircraft Maintenance Squadron as an aircraft armament systems mechanic after attending BMT and technical training, which began in January.

"I would like to grow up and mature and close a chapter of my life as a kid and open a new chapter as a man," Josh said. "Also—this will help me get my dream truck—an F-250 diesel and to help me with my college tuition."

"This is definitely going to be a new chapter in my life," Kasey said. "I hope to gain the opportunity to serve my country and to (also) get some help for my college tuition."

"This is such an honor for both of us, not only with the opportunity to show our pride for our country, our relatives and especially our children, but also to know that they respect us as parents so much that they would want to follow in our footsteps," Maj. Susan Geer said.



Realize the opportunities

By Jake Shaw 482nd Fighter Wing Public Affairs

"I like to help people realize the opportunities available to them, and help them achieve goals they thought were impossible," said Staff Sergeant Alex Asencio, 482nd Fighter Wing Reserve Recruiter. That attitude is partially responsible for an award he recently received, as a Senior Airman, from both the 10th Air Force and Air Force Reserve Command Recruiting Service.

Col. Francis Mungavin, AFRC Recruiting Service Commander, presented the "Rising Star" award to Senior Airman Asencio Oct. 30 during a ceremony in Washington, D.C. The award recognizes rookie recruiters with great potential for future success. Airman Asencio competed against approximately 30 other rookie recruiters from Air Force Reserve Command to earn the rising-star distinction.

During his first six months on the job, Asencio reached 300 percent of his rookie recruiting goal, helping his team from Homestead reach their annual goal ahead of schedule. On top of that, he supported several high visibility outreach events and base tours in his first few months on the job. Also, in the first quarter of this recruiting year, he has reached 52 percent of the minimum number of required recruits.

Now a Staff Sergeant, he is not satisfied with being a Rising Star. In fact, he has a legacy forged by his family that he is striving to live up to. "My father is a West Point graduate, my sister was in the Air Force, and basically every man in my family has served in the military," he said.

Asencio started his military career with the Army as a Combat Engineer, but said his sister taught him to appreciate the Air Force. When his enlistment in the Army ended he decided to join the Air Force Reserve and become a recruiter so he could work with people and help them take advantage of the many opportunities offered by the Air Force Reserve.

"There's so much potential for Air Force reservists.



Staff Sergeant Alex Asencio reached 300 percent of his goal during his first six months on the job. Sergeant Asencio is a rookie recruiter for the 482nd Fighter Wing, Homestead Air Reserve Base, Fla. (U.S. Air Force photo/Dan Galindo)

From great training and education benefits and programs, to travel opportunities and flexible scheduling you can't beat it. It's especially great here at Homestead, where the future growth gives even more opportunities to future Airmen," he said.

As a Rising Star, expectations are high for Airman Asencio, but he seems to shrug off the pressure.

"My job is rewarding. I get to help people achieve their goals and make life-changing decisions. People have great potential when you present them with an opportunity and my job is to connect the dots and help them bring out their best qualities through service in the Air Force Reserve," he said.

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Recruiter's insight-What I feel makes a difference in the field is an honest and sincere relationship with your applicants. When people feel comfortable with you and trust you the process goes much smoother. It also goes the same way with units when you are negotiating for positions. When they know you are trying your hardest to give them quality members, they are willing to help with those hard to find vacancies. I try very hard to treat people the way I would want to be treated when making a life changing decision.-- Master Sgt. Kristi Galvin

March 2006 Reserve Recruiter



FY07 Air Show schedule

Air Force Reserve Jet Car

Date Location March 12 thru 15 Dobbins ARB, Ga. March 17, 18 Valient Air Command Air Show, Fla. April 21, 22 Buccaneer Days, Beaufort Air Show, S.C. April 28, 29 Vidalia Onion Festival Air Show, Ga. Wings Over Wayne, Seymour-Johnson AFB, N.C. May 12 May 18 - 20 Joint Services Open House, Andrews AFB, Md. June 9, 10 Star Spangled Salute, Tinker AFB, Okla. **June 16, 17** Wings Over Pittsburgh, Pa. July 4 Atlanta Parade (static display), Ga. **July 14, 15** McConnell AFB Air Show and Open House, Kan. July 20,21 Prairie Air Show, Peoria, III. **August 11, 12** Thunder of Niagara Military, N.Y. **August 25,26** Indianapolis Air Show, Ind. September 12 - 16 Air Race National Championships, Reno, Nev. September 18 Braves Game, Atlanta, GA (static display), Ga. **October 12 – 14** Miramar Air Show, San Diego, Calif. **October 20, 21** Ft. Worth Alliance Air Show. Texas **October 26 - 28** N'Awlins Air Show, La. November 4, 5 Randolph AFB Open House, Texas November 10 Homestead ARB, Fla.

Air Force Reserve Biplane

March 16 - 18 Davis-Monthan AFB, Ariz. March 24, 25 Luke AFB 2007 Air Show, Ariz. March 31, April 1 MacDill Air Fest 2007 Air Show, Fla. April 14, 15 Eglin AFB Air Show, Fla. **April 21, 22** Defenders of Liberty Air Show, Barksdale AFB, La. Ft. Lauderdale Air and Sea Show, Fla. May 5, 6 McGuire/Ft.Dix/Lakehurst Joint Base Open House, N.J. May 12, 13 May 18, 19 Celebrate Freedom Festival and Armed Forces Day, Ft. Jackson, S.C. **July 7, 8** Scott AFB Air Show, III. August 3, 5 Seafair Air Show, Seattle, Wash. **August 11, 12** The Great New England Air Show, Westover ARB, Mass. Gathering of Mustangs and Legends, Columbus, Ohio September 29, 30 October 6, 7 Pope Open House, N.C. Great Georgia Air Show, Falcon Field, Atlanta, Ga. **October 13, 14 Moonlight Fest, Sequin, Texas October 20, 21** November 10, 11 Aviation Nation, Nellis AFB, Nev.



The last enlistment

By Staff Sgt. Anthony Krystoff Line Recruiter, Allentown, Pa.

After leaving the Army and pursuing his teaching career, Josh Nenscel needed something more. He missed the camaraderie of the Army, but wanted to try something new. Josh began exploring his options. In his hometown, his search ended with an interview with an Air Force Reserve Recruiter, Staff Sgt. Anthony Krystoff.

Then the journey began. Josh prepared for his processing at the Harrisburg, Pa., MEPS. Throughout the process, Josh remained focused and intent on joining the Air Force Reserve. All the pieces fell into place and Josh was approved for enlistment.

On January 5th, 2007, Staff Sgt. Josh Nenscel became the last member to enlist at the 913th Airlift Wing, Willow Grove Air Reserve Station, Pa. Brig. Gen. Richard Severson administered the oath of enlistment. The 913th Airlift Wing will deactivate on 1 October 2007. Sergeant Nenscel was aware of Willow Grove's pending fate; however, he just wanted to get his foot in the door. He looks forward to training in the Services field and



Josh Nenscel receives the oath of enlistment from Brig. Gen. Richard Severson. Staff Sgt. Nenscel is the last member to enlist into the 913 AW, Willow Grove ARS, Pa. The 913th was affected by BRAC.

transferring to nearby McGuire AFB, N.J., or Dover AFB, Del.

Josh served in Operation Iraqi Freedom and is ready to serve again, this time as an Air Force Reservist.

Promote your wing



MYYTZ channel 33, Youngstown, Ohio, recently interviewed Senior Master Sgt. Alexander Brown. It was a 90minute show on the 910th Airlift Wing, Youngstown Air Reserve Station, Ohio. Sergeant Brown was on air for about 20 minutes live. The vice commander, wing public affairs officer and the commander of the 757th Airlift Squadron were also on air. It was great exposer for the wing and recruiting. The Reserve Snapshot, AFRC Talking Points and command key messages were utilized to prepare for the interview.



Leading the way

By Master Sgt. Gary Johnson AFRCRS Public Affairs

The Air Force Reserve Command Recruiting Service has positioned itself to be more efficient in recruiting for its officer vacancies. The Officer Accessions (OA) arm of the Recruiting Service has matured considerably since its conception in 2003. OA handles the majority of Officer recruiting, excluding the medical vacancies, which are handled by the Health Professions (HP) Recruiters.

The Health Professions team recruits for the Air Force Reserve Medical, Dental, Nursing, Bio-medical and Medical Service Corps. This is accomplished through an aggressive marketing program and an extensive application process. The medical professional's constructive service credit determines the rank they will be commissioned with upon entrance into the Reserve. "The specialized HP and OA recruiting teams understand the educational path required for medical and line officers and the challenges unique to officer recruiting," explained Senior Master Sgt. Kathy O'Malley, Superintendent, OA Reserve Recruiting Flight, Dobbins Air Reserve Base, Ga. "Recruiters, often times, must appeal to intangible motivators such as patriotism and excitement."

All officers in the Air Force Reserve must have completed at least a Bachelor's Degree. There are several avenues available to become an officer in the Air Force Reserve. They include; coming over from active duty Air Force, switching over from another service, the Deserving Airman program, direct commission with no prior military experience and from the Air Force Reserve Officers Training Corps (ROTC) program.

The process for coming from active duty directly into the Air Force Reserve is accomplished through a Palace Front or Palace Chase application. The Air Force Reserve In-service Recruiters (ISR) assist in processing officers separating from active duty. Most active duty bases have an ISR located adjacent to the base's Military Personnel Flight. Separation paperwork is actually processed through the MPF.

Switching over from another service involves being recommissioned as an Air Force Reserve Officer. This process is begun by visiting a recruiter and submitting paperwork through the member's orderly room. The Air Force Reserve welcomes those from other services. Their former training and experience may save training dollars in addition to adding to the Reserve's diverse background.

The Deserving Airman Program allows selected enlisted Air Force Reserve members to earn a commission. This is accomplished through the member's Military Personnel Flight. Once selected, the member is scheduled to attend the Academy of Military Science for six weeks to accomplish Officer Training School. Upon completion they are commissioned as a second lieutenant. Graduates then attend Air Force Specialty



Aaron Hartman is sworn in by his father, Lt. Cmdr., Ret. David Hartman. Recruiter, Master Sgt. Rhoda Cano, OA West Travis AFB, Calif., looks on. (U.S. Air Force photo)

Code training for their specific job

ROTC offers two and a four year programs. Graduates normally are commissioned as second lieutenants into the Air Force. On a limited basis, commissioning into the Air Force Reserve from the ROTC program is possible upon graduation.

Those without prior military service may also become officers in the Air Force Reserve. As with the other ways of becoming a Reserve Officer, they must have a qualifying commissioning physical and valid Air Force Officer Qualification Test scores. According to the Air Force Reserve Command, 31 percent of its officers are commissioned through Air Force ROTC, 19 percent through Officer Training School, 12 percent through the Air Force Academy and 38 percent come from other sources.

"A high percentage of the Air Force Reserve's Officer Candidates come to us as referrals from officers already serving. These referrals are normally top quality referrals which mature into qualified and motivated applicants," said Capt. Patrick Bass, Acting Flight Commander, OA Reserve Recruiting Flight, Dobbins ARB, Ga.

"The Air Force Reserve continually seeks America's best and brightest citizens to join our ranks. Our challenge is to get the word out about the opportunities, so we regularly utilize all manner of media to spread the word," said Maj. Leslie Pratt, Chief of Advertising and Information Systems Division, AFRCRS. "To ensure success, we must appeal to what motivates people to serve."

"The Air Force Reserve recruits qualified assets to ensure mission accomplishment through effective Officer and NCO leadership," said Col. Francis Mungavin, Commander, AFRC Recruiting Service. "This allows the Air Force Reserve to provide support to the Air Force as an Unrivaled Wingman."



A sense of urgency

Moving leads, applicants and daily activities along

By Master Sgt. Jon Rucker 622 RRF

As recruiters, we hear the term "sense of urgency" often. Apart from being one of the five characteristics of a Qualified Applicant, what does Sense of Urgency truly mean to our every day processes? As a recruiter, my daily Sense of Urgency always came down to "Who am I working that's the closest to joining my Team?" or, "What do I need to do to get another appointment in front of me?" There are numerous definitions on this topic, but they all boil down to one thing: moving leads, applicants, and daily recruiting activities along at an efficient and expedient pace.

Having a sense of urgency should start the very second a new lead is generated or received. The true plan should be to turn this lead into a qualified applicant as soon as possible, versus a half-hearted attempt to outreach "here-and-there", dotting the I's and crossing the T's, the 'ol CYA method, until the lead has been unworked for numerous weeks and months... thus going from a warm to useless lead. Remember, people buy when they are ready to buy, not when you're ready to make a sale.

Develop a consistent plan to work leads effectively and appointments will exponentially increase. Once you have pre-qualified your lead and sold the appointment, ensure you meet with them soon. If timing doesn't permit a relatively quick appointment, set a follow-up note in your planning guide to call or email your lead, reminding them of your scheduled appointment. This works really well as a normal business practice and minimizes missed appointments and noshows.

Once the lead turns into an applicant, having a sense of urgency becomes truly pivotal. It's imperative your applicant go through all the steps of IMPACT. Once you've completed your interview and your applicant has committed to his/her processing for the Air Force Reserve, it's time for you to use conversational leader-

ship in controlling the process.

When negotiating a time and date for your applicant's processing, including: date and time for ASVAB testing, physical, returning EPSQ paperwork, job counseling, date of enlistment, etc., write it down, give them a copy of those dates and times, and hold them accountable to that agreement. Give them this visual timeline, specific to them, as most people like to see where they're going, and the steps they need to take to get there.

Remember, you control this part of the process, so do not be afraid to relay that sense of urgency to your applicants. If your applicant balks, then you need to goback and address the reasons "why, or why not?" Chances are it's something simple, but if it's a major issue, better to air-it-out now, address-it, then move-on, versus spending the time, effort and money on someone who will wind-up wasting your time.

Once a sense of urgency is instilled in your applicant, make sure you deliver more than they expect! As a minimum, you have confirmed the MEPS received everything they need from you and your applicant before they show up to test and physical. It is pretty demoralizing to your applicants and their enthusiasm extinguished, because you forgot to put them on the schedule or forgot to mention something they needed for their MEPS Processing. You control this process, so make sure you take care of your applicants in an efficient and timely manner.

As recruiters we are gauged by how many people we have join our team. Does the number on the left equal, or exceed, the number on the right? In a recruiting world of ever-increasing complexity and accountability, we need to find ways to maximize productivity by creating and using an environment that fosters a genuine sense of urgency.

Sense of urgency goes much deeper than just speaking three words. It's the actions you take to make good things happen. If you do not have a true sense of urgency, your recruiting day may feel like "You're rearranging the deck chairs on the Titanic!"

March 2006



FY07 Retirees "Job well done!"

SMSgt. Robert Barton 1 Jan. 2007

CMSgt. Pat Dreer 1 Feb. 2007

MSgt. James Handis 1 Feb. 2007

MSgt. Donald Moore 1 Feb. 2007

SMSgt. Jerome Richardson 1 Feb. 2007



Promotions



Senior Master Sgt. Fred Schlenker



Master Sgt. Phyllis Byrd Master Sgt. Ryan Noorlander Master Sgt. Roger E. Haynes Jr



Tech. Sgt. Peter Whitten Tech. Sgt. Michael Blanton Tech. Sgt. Neil Lambrecht Tech. Sgt. Lynda V. McFarland



Staff Sgt. Alexander Asencio Staff Sgt. Lora Wolski Staff Sgt. Mark Moore

Keep in touch

Former Air Force Reserve Recruiters now have an opportunity to stay in touch with other former recruiters and staff members through the Air Force Reserve Recruiter Alumni Association (AFRRAA) by going to www.afrraa.org

Over 120 former recruiters and staff members have joined as a way of keeping the flame alive. Memories from the past, stories of their successes and mini-bios are published on line every month, along with photos submitted by members.

If you are interested, go to the website listed above, or contact CMSgt Gene Tomczak at chiefgene7@comcast.net for more information.

"Optimism is the faith that leads to achievement.
Nothing can be done without hope and confidence."

Helen Keller



Spotlight



U.S. Air Force phot

Name: Tech. Sgt. Kevin French Organization: 610 RRF, Patrick OL

Occupation: Line Recruiter **Hometown:** Boston, Mass.

Favorite saying: Tough times go away, tough people

don't

Favorite Movie: Tombstone

Favorite Food: Pizza **Hobbies:** Little league coach

Pet Peeve: Bad drivers

Person I admire the most: Brother

If I weren't working I would be: Still playing

baseball

What I enjoy about recruiting: Meeting new people

"A rookie who plans on showing his stuff as a full fledged recruiter. I am confident he will do very well," Col. Francis Mungavin, Commander, AFRC Recruiting Service.



U.S. Air Force phot

Name: Master Sgt. Jerry Hancock

Organization: 442 FW Whiteman AFB, MO **Occupation:** In-Service/Line Recruiter

Hometown: Puxico, Mo.

Favorite saying: "That's how we roll"
Favorite movie: Any Austin Powers Flick
Favorite food: New York Style buffalo wings

Hobbies: Golf, volleyball

Pet peeve: People who give you their "word" but it

doesn't mean anything

Person I admire the most: My wife, Lori

If I weren't working I would be: On a cruise ship,

cruising the world with my family

What I enjoy about recruiting: The autonomy and the challenge

the tough northeast market. He shines as an ISR

"A seasoned recruiter who has proven himself in

and Lead Recruiter, clearly a future leader," Col. Francis Mungavin, Commander, AFRC Recruiting

Service.

Support person of the month

December

Fran Spears-AFRCRS/RSSR

January

Mary Lyman-Scott AFB Admin. Asst.

FebruaryLinda Walker-AFRCRS/RSS

Heroes of the week

MSgt. Hal Bradshaw Nov. 17-Nov. 23 TSgt. Jessie Boyer Nov. 24-Nov. 30 MSgt. Jeanette Masters Dec. 1-Dec. 7 MSgt. Bruce Harvey Dec. 8-Dec. 14 Dec. 15-Dec. 21 MSgt. James Bauer Dec. 22-Dec. 28 MSgt. Marvin Greene TSgt. Louis Fleming Dec.29-Jan. 4 MSgt. John Wood Jan. 5-Jan. 11 MSgt. Briana Ontiveros Jan. 12-Jan. 18 MSgt. JoAnn Shaw Jan. 19-Jan. 25 Jan. 26-Feb. 1 TSgt. John Erzen MSgt. William Fountas Feb. 2-Feb. 8 Feb. 9-Feb. 15 TSgt. Neil Lambrecht Feb. 16-Feb. 22 TSgt. Mitchell Randle

March 2006





Elmendorf AFB, Alaska (U.S. Air Force photo/Master Sgt. Gary Johnson)

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PJs, "That they may live" pg 6-7

Pacific Express Mission pg 10-11



Log on to www.afreserve.com and chat live with an Air Force Reserve on-line advisor. Air Force Reserve Command Recruiting Service 1000 Corporate Pointe Warner Robins, GA 31088-3430 Return Service Requested